; f

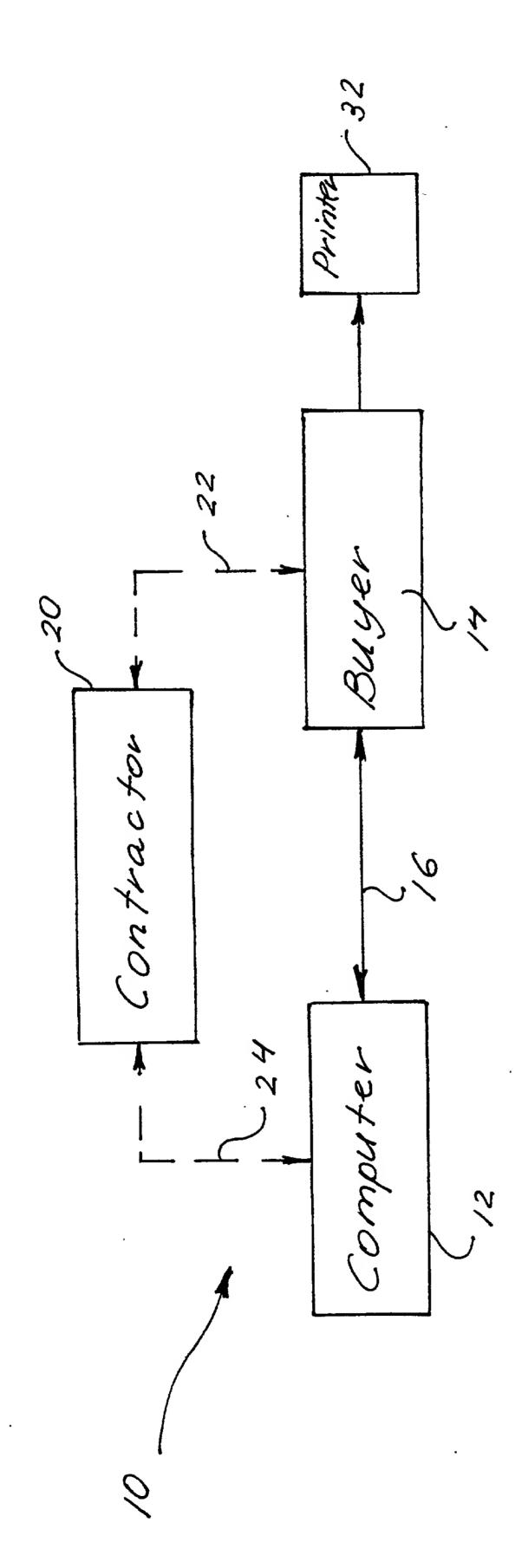


FIG. 1

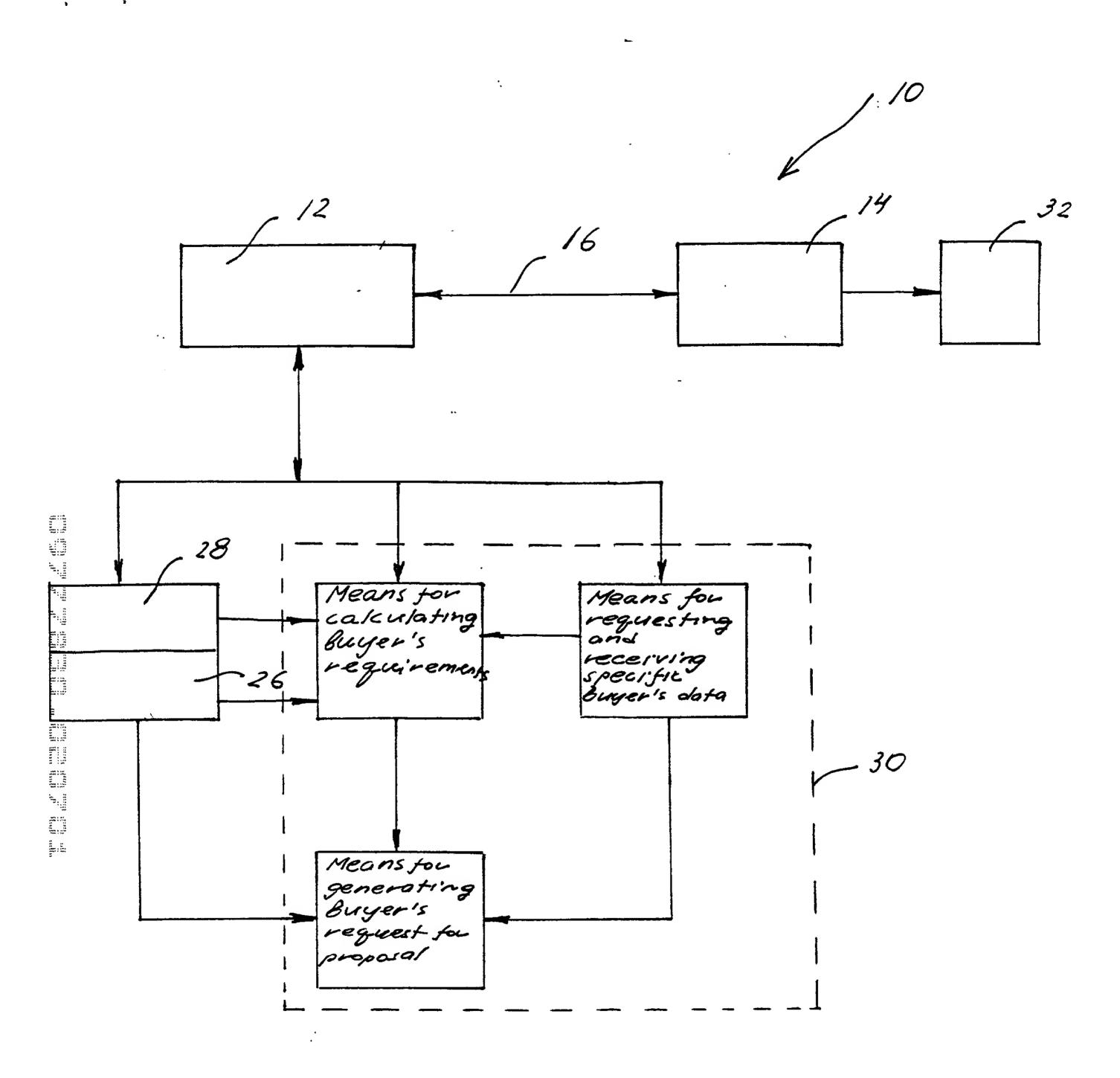


FIG. 2

į

🚉 Elliot Pricing Matrix Application	
The state of the s	Gustomer/Information
*** Specification	Specifications Table Maintenance
	59
*Default Buil	Default Building Administration
	25
Wage Spe	Wage Specific Administration
et di passi de l'accident de passione de la company de la	.09
Elliott	Elliott Pricing Matrix
	Print Menu
	24
	EXI
Start E. Elliot Pricing Matrix A	(作製画字 ■ BAIPM

FIG. 3

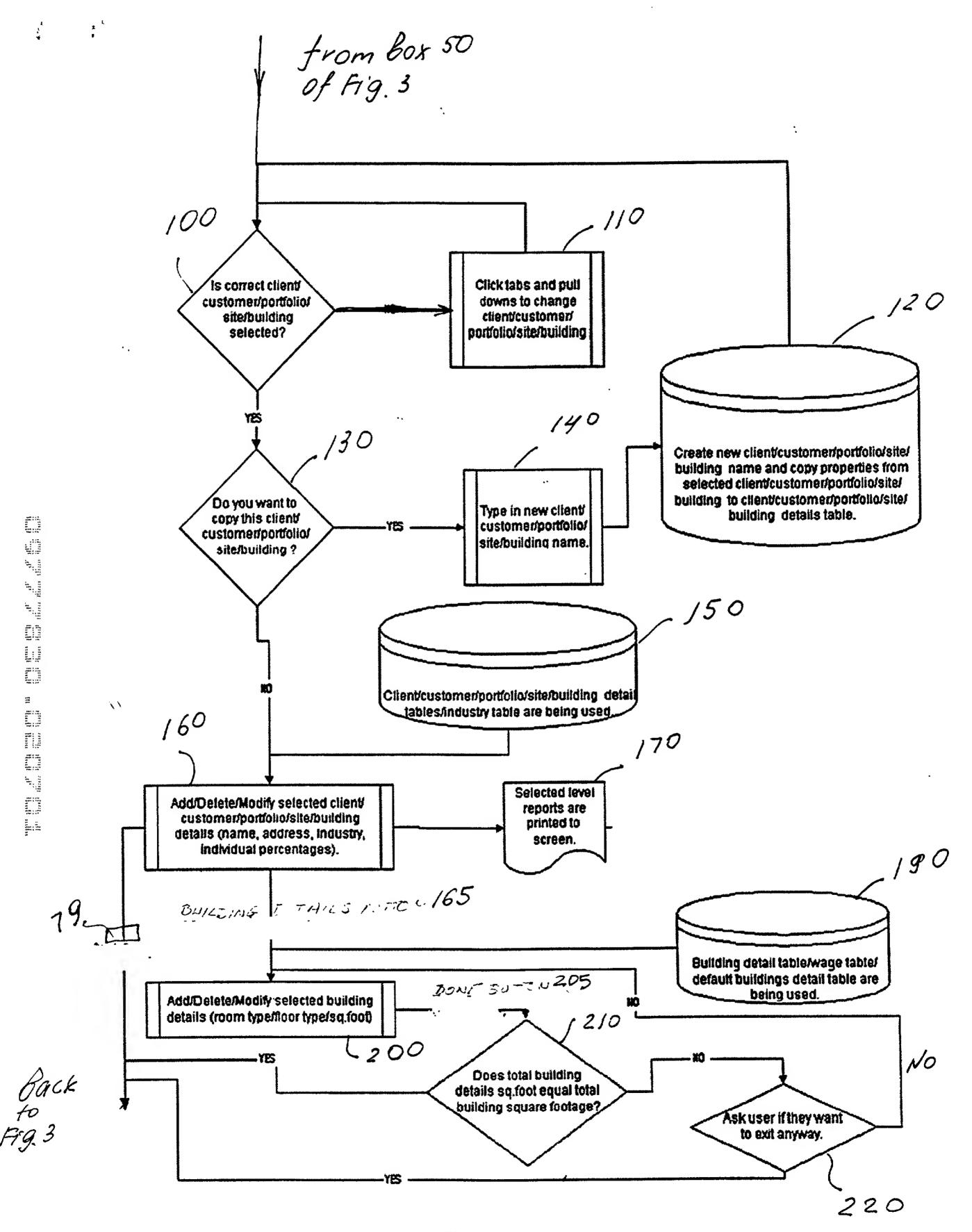


FIG. 4

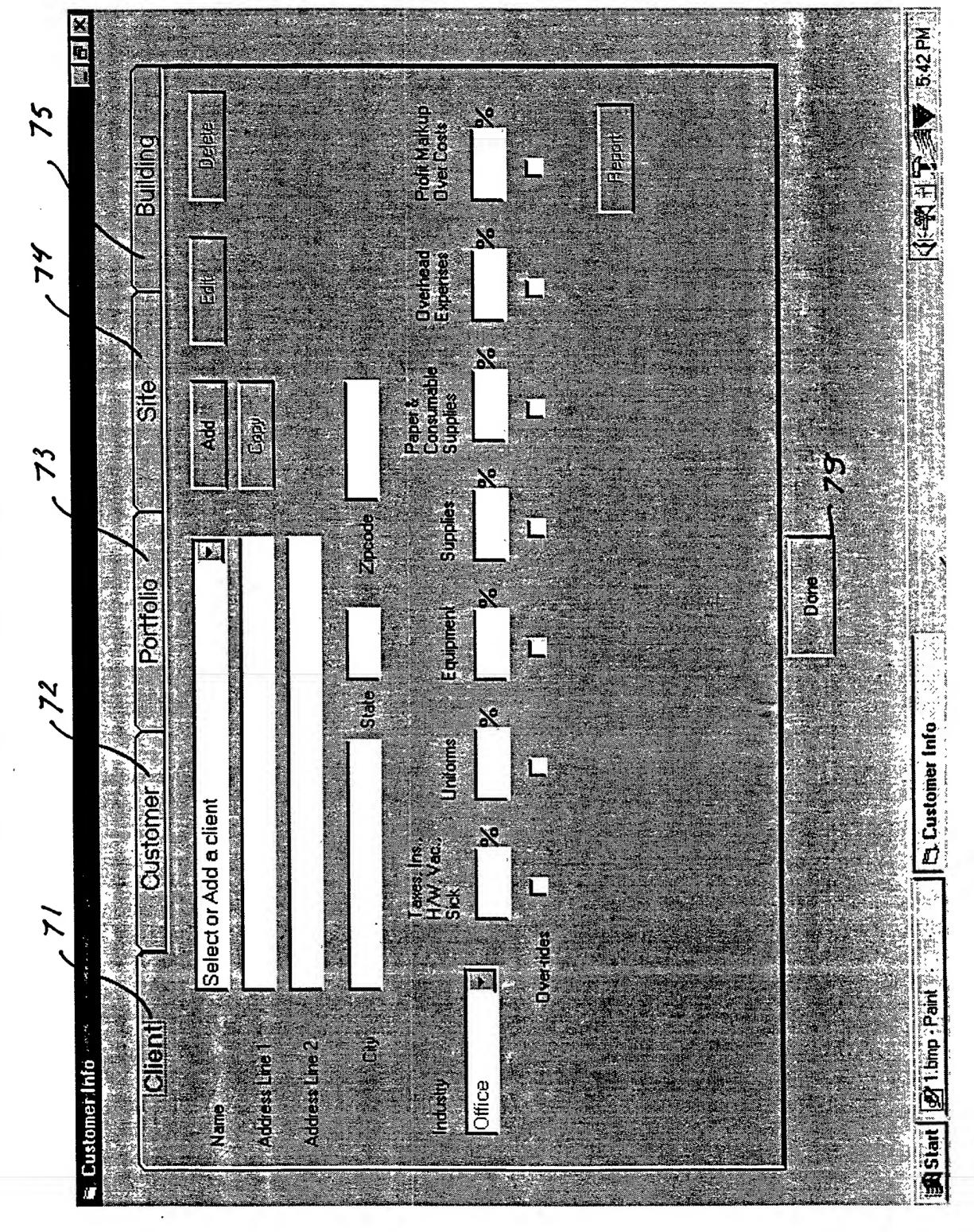


FIG. 5A

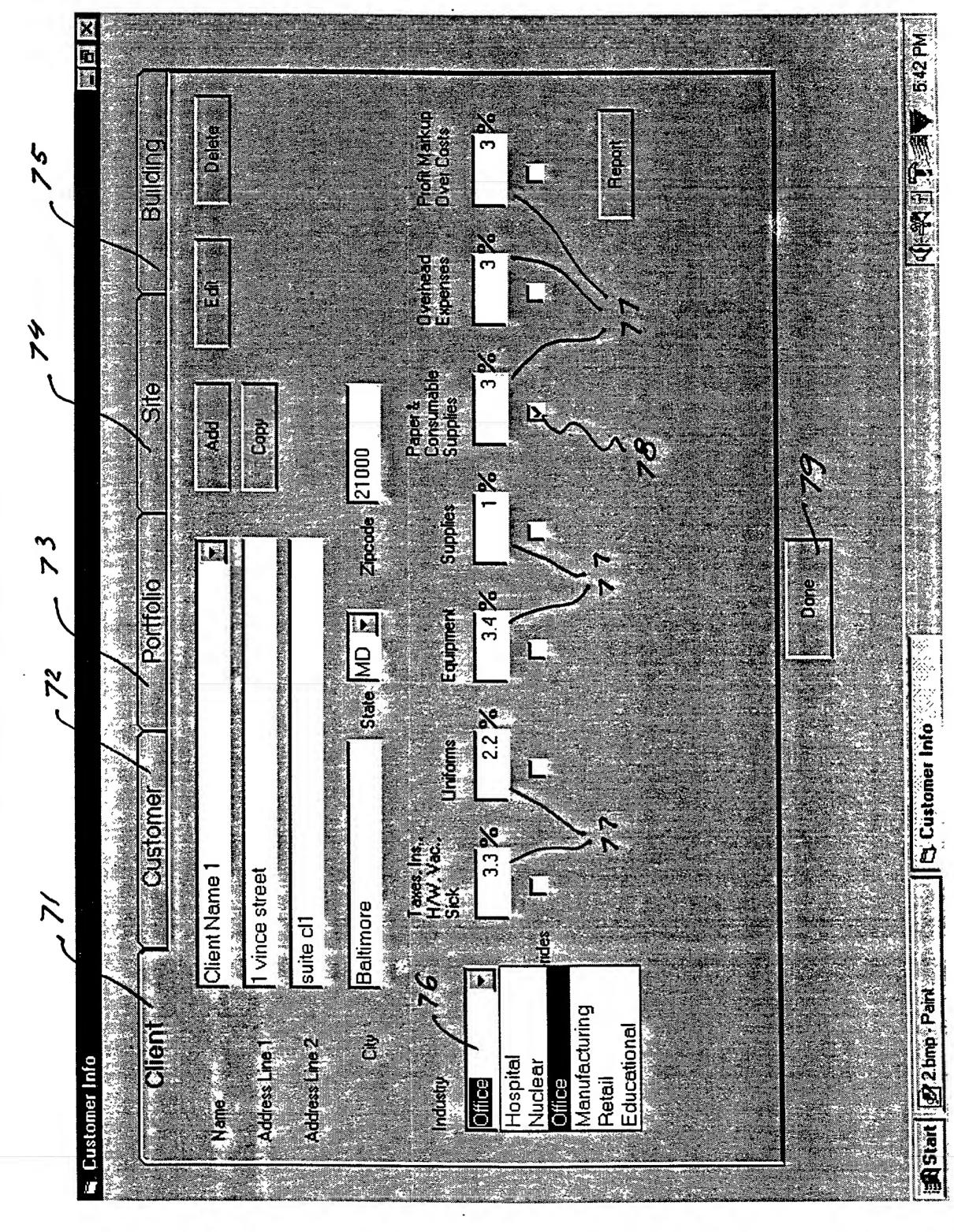


FIG. 5B

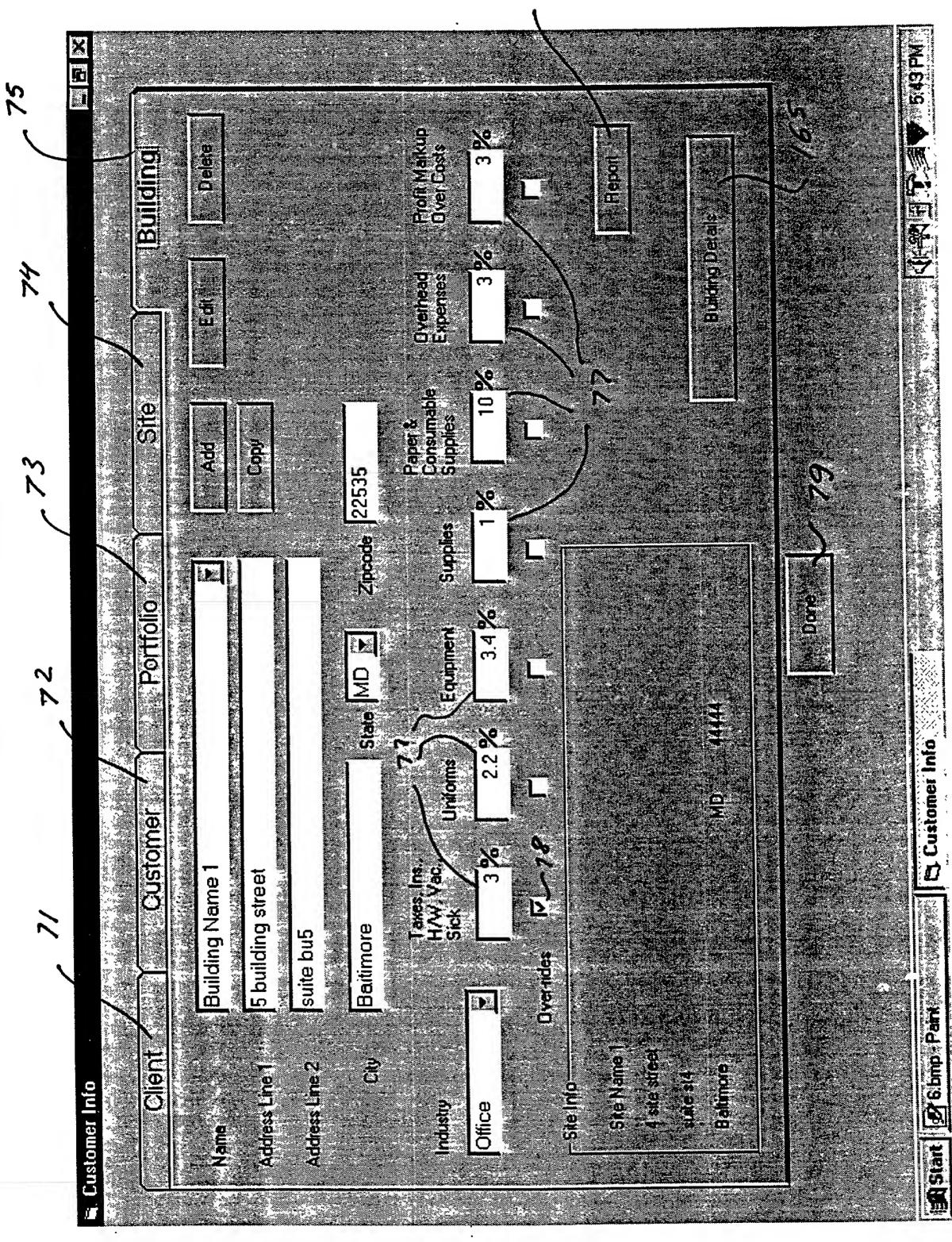


FIG. 5C

The first start start that the first start start

WHIE 2 4 23 FW 1000 500 500 1000 1000 Square Footage 702 Supply Expensar Customer Building Characteristics Floor Covering Add Floor Covering 🕶 Net Square Foo Carpet Carpet Carpet Concrete 3000 . Total Building Space Building Name | Building Name 1 Room Type F. Add Room Type Conference Room Copy Room Corridor/Offices Class Room Vage Rate: 💲 8 3000 Difference of Total Building Space Customet Building Characteristics Add Defaults Done g Creation/Edit 44 0.25 5.7 Percent Buildir Carpet Carpet Carpet Carpet Carpet Default Building Characteristics Non-Waxable Floor Covering Carpet Waxable Waxable Waxable Start | Adobe Photoshop High Rise Select a Building Type: Lobby Cubical/Offices Gen. Offices Rest Rooms Conference Room Conference Room Copy Room Corridor/Offices Elevator Building Creation/Edit - Room Type

FIG. 6

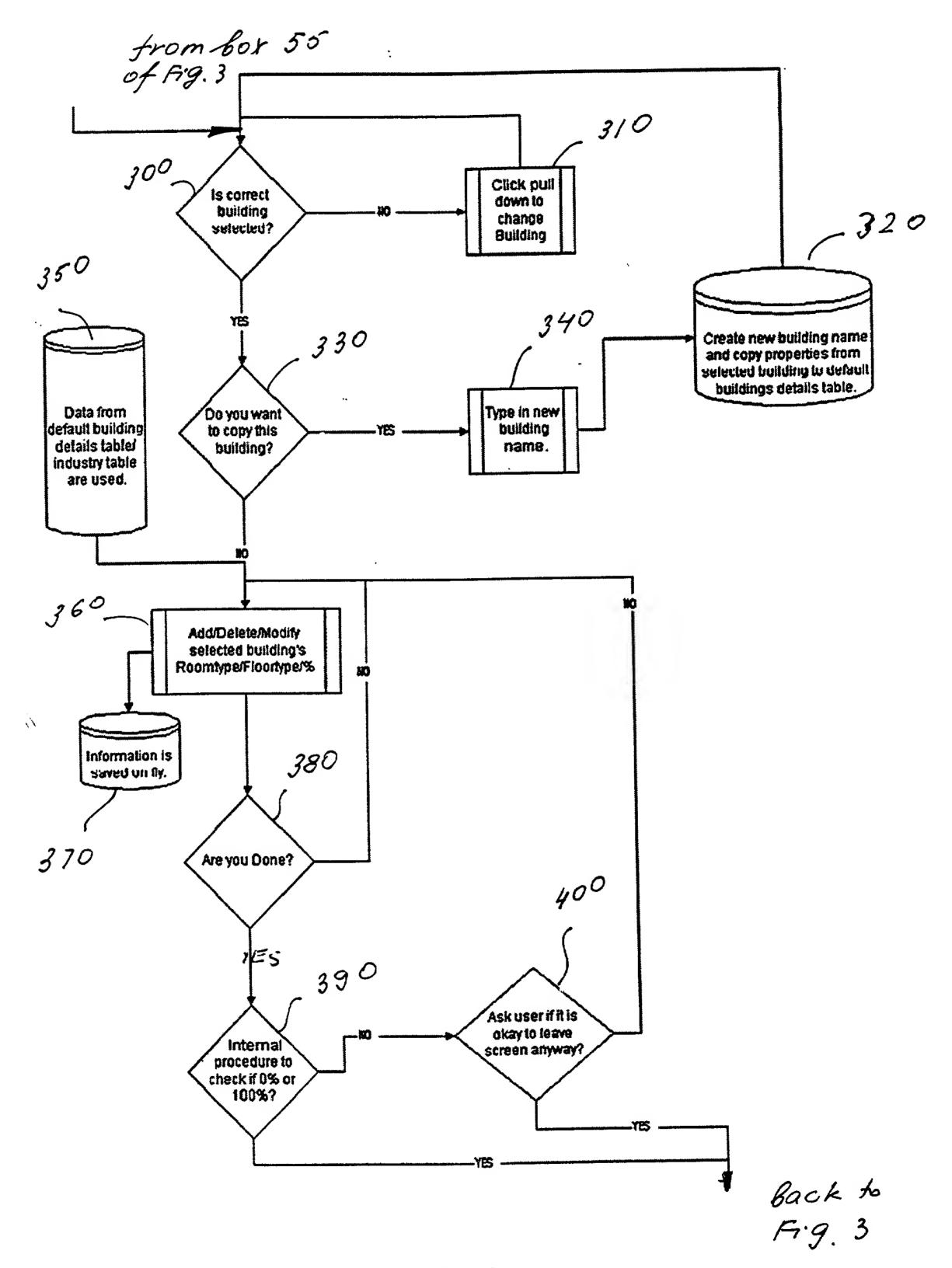


FIG. 7

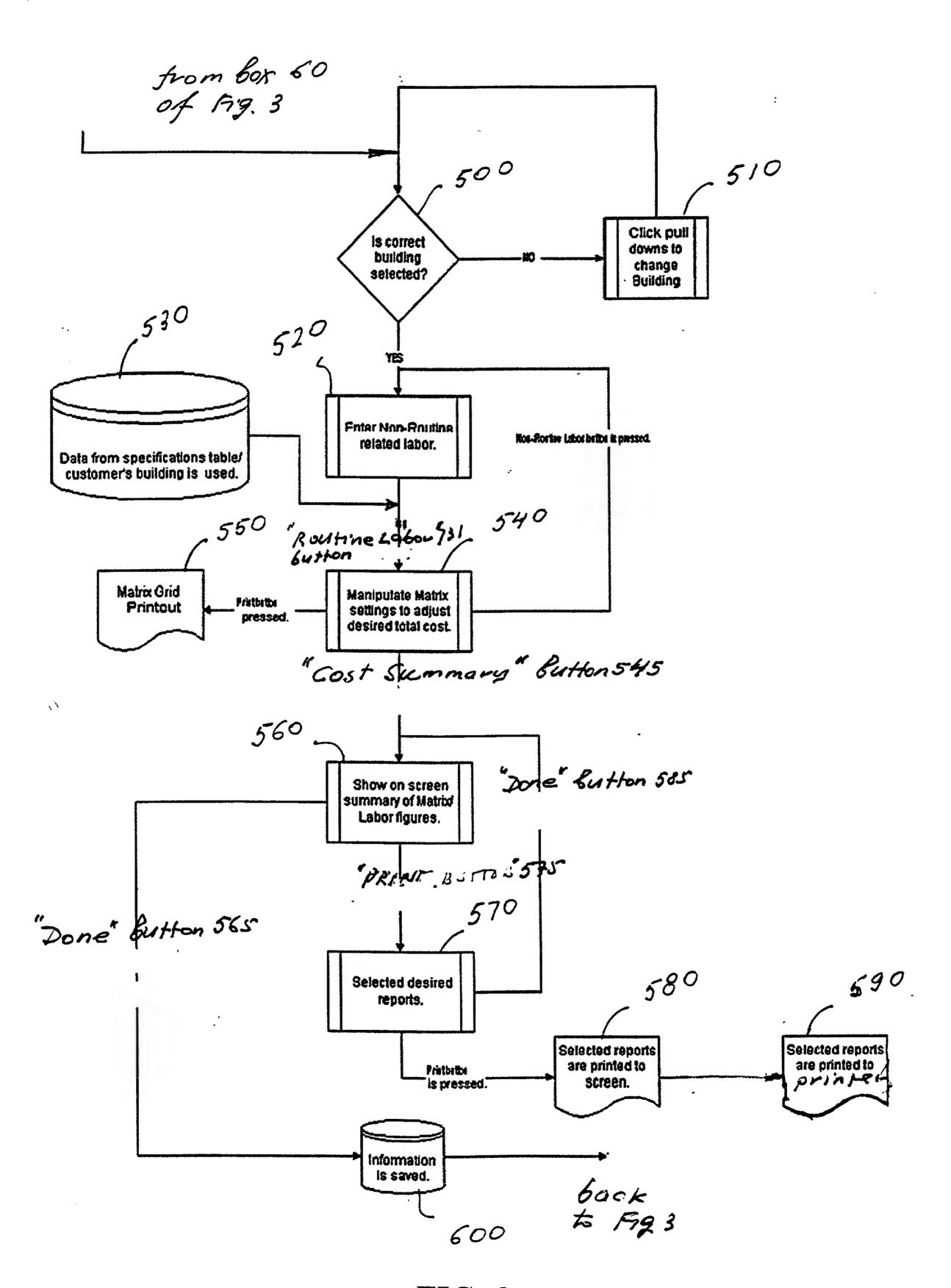


FIG. 8

72

Proof Type   Table	1,733		)		·			
Type         Specifications Table         Arruad Hours         Specification Fate           n         Carpet         88         FRoduction Hase         1530         Version B or Room         High III           n         Carpet         88         FRS         1491         Version C for Room         15           n         Carpet         73         752         529         Version C for Room         15           n         Carpet         68         835         501         Version C for Room         16           n         Carpet         65         885         4.73         Version L for Room         M           n         Carpet         67         1004         4.17         Version L for Room         M           n         Carpet         67         1004         4.17         Version L for Room         M           n         Carpet         47         1154         3.81         Version M for Room         M           n         Carpet         47         1154         3.83         Version M for Room         M           n         Carpet         47         1154         3.83         Version M for Room         M           n         Carpet         42		or Type Table					7	INUGINO 1973
Capet         Richard         Armael Hoar         Specification           Capet         88         685         1530         Version B for Room         High II           Capet         73         752         5.57         Version D for Room         II           Capet         73         752         5.29         Version E for Room         II           Capet         68         885         4.73         Version E for Room         II           Capet         65         885         4.73         Version E for Room         II           Capet         65         885         4.77         Version I for Room         II           Capet         67         1071         3.91         Version I for Room         III           Capet         47         1154         3.81         Version I for Room         III           Capet         47         1154         3.81         Version I for Room         III           Capet         47         1154         3.81         Version I for Room         III           Capet         47         1154         3.81         Version I for Room         III           Capet         47         1156         2.24         Version I for Room			Specific	ations Table		C00000000	J.	
Carpet         88         685         1530   Version B for Room         High           Carpet         84         716         1491   Version C for Room         High           Carpet         73         752         5.57   Version E for Room         Hean           Carpet         68         836         4.73   Version E for Room         Reas           Carpet         67         1004         4.17   Version I for Room         Reas           Carpet         57         1004         4.17   Version I for Room         Carpet         57         1004         4.17   Version I for Room           Carpet         57         1004         4.17   Version I for Room         1154         3.31   Version I for Room         1154         3.31   Version I for Room           Carpet         57         1004         4.17   Version I for Room         1.56         3.34   Version I for Room           Carpet         47         1154         3.34   Version I for Room         1.867         2.24   Version I for Room           Carpet         13         1867         2.24   Version I for Room         1.875         2.24   Version I for Room           Carpet         13         1.875         2.24   Version I for Room         1.867         2.24   Version I for Room           Carpet	3 3 B	906		Production Rate	Annual Houn	Specific	Time	
Carpet         84         716         1491         Version C for Room         High           Carpet         73         752         5.57         Version E for Room         Head           Carpet         68         836         5.01         Version E for Room         Read           Carpet         65         885         4.73         Version E for Room         Read           Carpet         67         1004         4.17         Version I for Room         Read           Carpet         57         1004         4.17         Version I for Room         Read           Carpet         57         1004         3.91         Version I for Room         Read           Carpet         47         1154         3.63         Version I for Room         Read           Carpet         47         1154         3.61         Version I for Room         Read           Carpet         47         1154         3.63         Version I for Room         Read           Carpet         47         1154         3.61         Version I for Room         Read           Carpet         13         150         2.52         Version I for Room         Read           Carpet         13         250<		1000		685	1530		Room	
Carpet         73         752         5.57         Version D for Room           Carpet         73         752         5.29         Version E for Room           Carpet         68         836         5.01         Version E for Room         Read           Carpet         61         938         4.77         Version I for Room         Read           Carpet         57         1004         4.77         Version I for Room         Read           Carpet         57         1004         3.91         Version I for Room         Read           Carpet         57         1004         3.91         Version I for Room         Read           Carpet         47         1154         3.63         Version I for Room         Read           Carpet         27         1256         3.34         Version I for Room         Read           Carpet         29         1500         2.52         Version I for Room         Read           Carpet         19         1875         2.24         Version I for Room         Read           Carpet         13         2.500         1.667         2.52         Version I for Room           Carpet         13         1.96         Version I for Room	Class Room	Calpet	84	716	149	Version C	Room	High Image
Carpet         73         792         5.29 Version E for Room           Carpet         68         836         5.01 Version F for Room           Carpet         65         895         4.73 Version G r Room           Carpet         67         1004         4.73 Version G r Room           Carpet         57         1004         3.91 Version J for Room           Carpet         57         1004         3.31 Version J for Room           Carpet         47         1154         3.63 Version J for Room           Carpet         47         1154         3.34 Version J for Room           Carpet         42         1566         3.37 Version J for Room           Carpet         23         1560         2.8 Version J for Room           Carpet         23         1567         2.24 Version J for Room           Carpet         16         2143         1.96 Version J for Room           Carpet         13         2500         1.68 Version J for Room           Carpet         16         2143         1.96 Version J for Room           Carpet         16         2143         1.68 Version J for Room           Carpet         16         0         0         0           Carpet         <	Class Room	Calper	79	752	5.5	<del></del>	Room	
Carpet         68         836         5.01         Version F for Room           Carpet         65         885         4.73         Version G for Room           Carpet         61         938         4.47         Version H for Room           Carpet         57         1004         4.17         Version H for Room           Carpet         57         1004         4.17         Version I for Room           Carpet         47         1154         3.63         Version I for Room           Carpet         47         1154         3.63         Version I for Room           Carpet         35         1364         3.07         Version I for Room           Carpet         23         1500         2.22         Version I for Room           Carpet         13         2500         1.96         Version I for Room           Carpet         13         2500         1.96         Version I for Room           Carpet         16         2.143         1.96         Version I for Room           Carpet         13         2500         1.96         Version I for Room           Carpet         10         0         0         Version I for Room           Carpet         10 <td>TOOM!</td> <td>Calpet</td> <td>73</td> <td>792</td> <td>5.23</td> <td><del></del></td> <td>Room</td> <td>Typica</td>	TOOM!	Calpet	73	792	5.23	<del></del>	Room	Typica
Carpet 65 885 4.73 Version G for Room Carpet 61 938 4.47 Version H for Room Carpet 57 1004 4.17 Version H for Room Carpet 57 1004 4.17 Version I for Room Carpet 47 1154 3.63 Version I for Room Carpet 42 1256 3.34 Version I for Room Carpet 35 135 156 3.34 Version I for Room Carpet 23 156 2.8 Version I for Room Carpet 13 167 2.8 Version I for Room Carpet 13 250 150 Version I for Room Carpet 13 250 168 Version I for Room Carpet 13 250 168 Version I for Room Carpet 13 250 168 Version I for Room I for Ro	Class Hoom	Carpet	89	836	5.0		Room	
Calpet         61         938         4.47 Version H for Room           Calpet         57         1004         4.17 Version I for Room           Calpet         57         1004         4.17 Version I for Room           Calpet         47         1154         3.63 Version K for Room           Calpet         42         1256         3.34 Version K for Room           Calpet         29         1500         2.8 Version M for Room           Calpet         29         1500         2.52 Version M for Room           Calpet         19         1875         2.24 Version M for Room           Calpet         19         1875         2.24 Version M for Room           Calpet         19         1875         2.24 Version M for Room           Calpet         13         2500         1.68 Version M for Room           Calpet         13         2500         1.68 Version M for Room           R         Calpet         0         0         Version M for Room	Boom	Carpet	65	885	4.7.		Room	Reasonable
Carpet         57         1004         4.17 Version I for Hoom           Carpet         51         1071         391 Version I for Room           Carpet         47         1154         363 Version I for Room           Carpet         42         1256         3.34 Version I for Room           Carpet         29         1500         2.8 Version I for Room           Carpet         29         1500         2.52 Version I for Room           Carpet         19         1875         2.24 Version I for Room           Carpet         19         1875         2.24 Version I for Room           Carpet         16         2.143         1.56 Version I for Room           Carpet         13         2500         1.68 Version I for Room           Carpet         0         0         0         Version I for Room           Carpet         10         0         0         Version I for Room           Carpet         10         0         0         Version I for Room           Carpet         10         0         0         Version I for Room           Carpet         0         0         0         Version I for Room           Carpet         0         0         0         V	Boom	Carpet	61	938	4.4	<del>-                                    </del>	Room	
Carpet 51 1071 3.91 3.91   3	Room	Carpet	57	1004	4.1	-	300m	Minima
Carpet         47         1154         3.63           Carpet         42         1256         3.34           Carpet         35         1364         2.8           Carpet         29         1500         2.8           Carpet         23         1667         2.52           N         Carpet         19         1875         2.24           N         Carpet         16         2143         1.68           N         Carpet         13         2500         1.68           N         Carpet         13         2500         1.68           N         Carpet         13         2500         1.68           N         Carpet         10         0         0           N         Carpet         10         0         0           N         Carpet         0         0         0           N         Carpet	Boom	Carpet	51	1071	3.9		Room	
n         Carpet         42         1256         3.34           n         Carpet         35         1364         3.07           n         Carpet         29         1500         2.8           n         Carpet         23         1667         2.24           n         Carpet         19         1875         2.24           n         Carpet         16         2143         1.96           n         Carpet         13         2500         1.68           n         Carpet         13         2500         1.68           n         Carpet         10         0         0           n         Carpet         0         0         0           n         Carpet         0         0         0           n         Carpet         0         0         0           n         0         0         0<	Boom	Carpet	47	1154	3.6		Room	
n         Carpet         35         1364         3.07           n         Carpet         29         1500         2.8           n         Carpet         23         1667         2.24           n         Carpet         19         1875         2.24           n         Carpet         16         2143         1.56           n         Carpet         13         2500         1.68           n         Carpet         0         0         0           n         Carpet         0         0           n         0         0         0           n<	2000	Carpet	42	1256	3.3		Room	
n         Carpet         29         1500         2.8           n         Carpet         23         1667         2.52           n         Carpet         19         1875         2.24           n         Carpet         16         2143         1.68           n         Carpet         13         2500         1.68           n         Carpet         13         2500         1.68           n         Carpet         0         0         0           n         Carpet         0         0         0           n         Ceremic         0         0	3000	Carpet	35	1364	3.0	<del></del>	Room	
n         Carpet         23         1667         2.52           n         Carpet         19         1875         2.24           n         Carpet         16         2143         1.36           n         Carpet         16         2500         1.68           n         Carpet         0         0         0           n         0         0         0         0           n         0         0         0         0           n         0         0         0         0	mon l	Carpet	29	1500	2.		Room	
n         Carpet         19         1875         2.24           n         Carpet         16         2143         1.96           n         Carpet         13         2500         1.68           n         Carpet         0         0         0           n         Carpet         0         0         0           n         Carpet         0         0         0           n         Caramic         0         0         0	moo	Carpet	23	1667	2.5		Hoom	
n         Carpet         16         2143         1.3b           n         Carpet         13         2500         1.6b           n         Carpet         0         0         0           n         Carpetic         0         0         0           n         Ceramic         0         0         0           n         Ceramic         0         0         0	moo	Carpet	19	1875	2.2		Hoom	
n         Carpet         13         2500         1.58           n         Earbet         0         0         0           n         Carpet         0         0         0           n         Ceramic         0         0         0           n         Caramic         0         0         0           n         Ceramic         0         0         0	moc	Carpet	16	2143	ח.		חווווו	
n Carpet 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	mod	Carpet	13	2500	1.6		Hoom	
n         Carpet         0 <td>uou</td> <td>Carpet</td> <td></td> <td>0</td> <td></td> <td></td> <td>Hoom.</td> <td></td>	uou	Carpet		0			Hoom.	
m	, mox	Carpet	0	0 %				
mile Ceramic D							Spenie	
miles (Secondos O Constantos O	, moo	Caramic	0	U		66 - Million	7 2 2 2 2	
n Ceramic 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	com.	e Ceranica		0.000				
n Ceramic 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Joan	Le Ceramica					111820)	
m. Ceramic: 0	Class Rooms	Stamic				0 Version Flor	Hoom:	
	, woo	Peramic		0		0 Version G (0	l Room	
AND THE CHARLES TOWN DAY, DAY, DAY, DAY, DAY, DAY, DAY, DAY,	1000							

FIG. 9

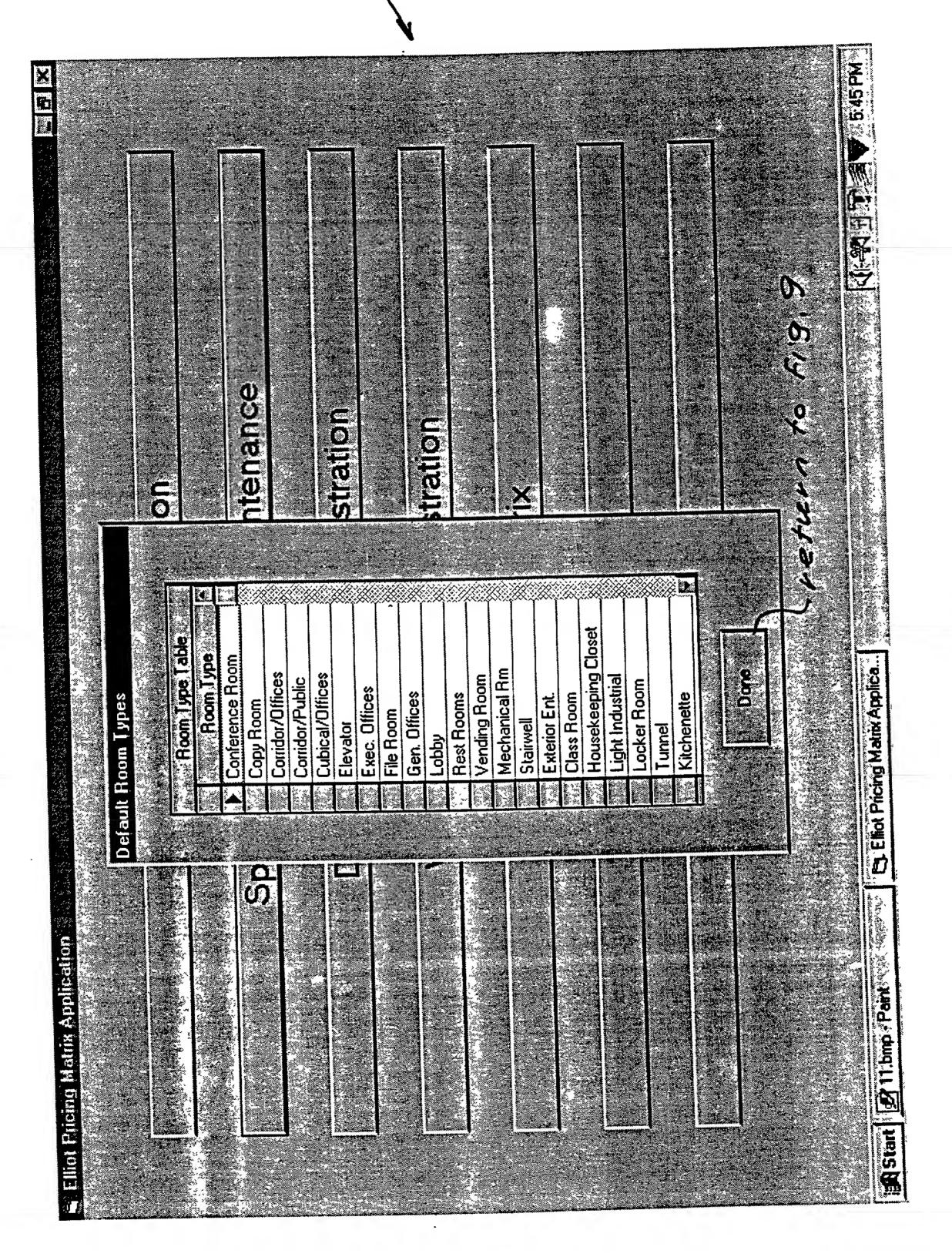


FIG. 10

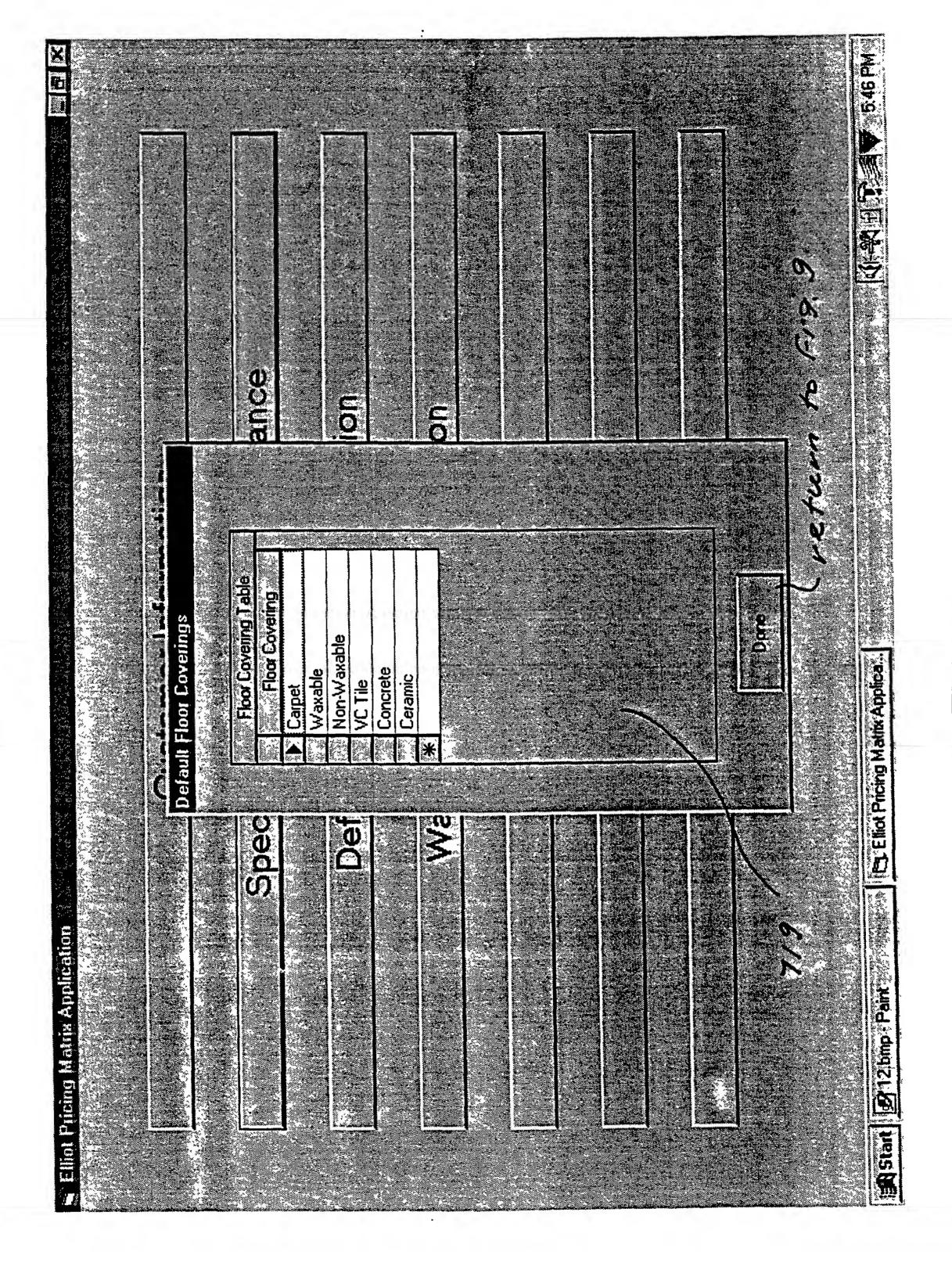


FIG. 11

		Se.		72/			
	Information	Quality	5 0		nt Menu	1 X	
	Customer In Default Quality Types	Quality Type Table Quality Description    Minimal	Reasonable Typical High Image World Class	Done		À	Eg. Elliot Pricing Matrix Applica
		35					
in Pireto Latin Application							999.bmp - Paint

FIG. 12

			所等用更多。5.46 PM
255 255	255 255 255 255 3 51 3 51		
28	255 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	707	able
If Specifications for / - Rating 92 - Version A  EDIT Specifications for / - Rating 92 - Version A  Version A for Room Type=Class Room and Floor Type=Carpet  Activity  Spot clean all walls, light siwitches & doors.	Using approved spotter, spot clean out chalk tray.  Clean chalk boards with eraser & clean out chalk tray.  Damp clean & sanitize table to; N.  Empty the trash into the trash car. Replace the liners if they are torn or soiled.  Sanitize telephones including ear & mouth pieces.  Sanitize telephones including ear & mouth pieces.  Provide supervision to ensure compliance with specifications & ongoing training.  Provide supervision to ensure compliance with specifications & ongoing training.  Spot clean backs & seat of chairs.  Damp wipe waste containers as needed. Replace liner as needed & put the container back.  Dust low areas & high areas which are within normal reach.  Dust low areas & high areas which are within normal reach.  Surface clean carpets using a spin clean pad.  Hot water extract carpeting, using high pressure extraction equipment.	Close	
* EDIT Specifications for 7 - Fating 92  * EDIT Specifications for  Version A for Room Type=Class Room and  Activity Spot clean all walls, light siwitches & doors.	Using approved sporter, sput clear carporate of the clear chalk boards with eraser & clear out chalk tray. Clear chalk boards with eraser & clear out chalk tray. Damp clear & sanitize table to not carporate to the finers of sanitize telephones including ear & mouth pieces. Sanitize telephones including ear & mouth pieces. Detail vacuum carpeted floors, corners & edges. Provide supervision to ensure compliance with specific spot clear backs & seat of chairs. Damp wipe waste containers as needed. Replace line Dust low areas & high areas which are within normal noust or vacuum vnetian blinds. Surface clear carpets using a spin clear pad. Hot water extract carpeting, using high pressure extra		Start 13.5mp - Paint

FIG. 13

Building Characteristics  Floor Covering  Waxable Carpet C

FIG. 14

		1.3 1.2	5.4 2.2 2.2		▼ 5:48 PM
		Overhead 2.5	2.1		<b>加公田</b>
		Supplies 2.377 0.2	3.7		
	DCe I	Equipment 2.36	3.4 2.4 1.5		
	industry	Unifo	2.2 1.2 2.2 1.1		
	g Type Tab  Nuclear  Nuclear  Hospita  Office  Educati  Educati	Office	3.3 3.2 1.2 0.09	Done	العرام
Default Building Types	uilding Building Rise Aise	ow rise	ring		and the second of the second o
Default B	Small Small Large large small	Inclustry Name Hospital	Office Manufacturing Retail Educational		The same of the sa
Application					
Pricing Matrix Application		SAR.			
Ellfor Prioring Matrix		3.50c.			

FIG. 15

FIG. 16

FIG. 17

		Cancel Changes					MY DG:S THE FIRST ESOUPM
nd Non-Routine Selection				230			
Elliot Pricing Matrix - Routing an Client Name	Customer Name Customer Name 1	Site Name Site Name 1	Building Name 1  Building Name 1				Start 22.bmp - Paint

FIG. 18

	Head	음 2 8 8		C1 (2)	
	Shitt Duration	4 4	0 <u>~</u> 5		Section 2.
	E E	1.00	0.05	5.2 S.2 S.2 S.2 S.2 S.2 S.2 S.2 S.2 S.2 S	
B	N. C.			8	
# WO	Benefit %	% % m m			
Scope of Work	Annual	2080 120	48 100	8	
8	Total Annual Hours	2080	<del>8</del> <u>100</u>	# 2348 # 6. 6	
	Wage	5.45 5	27 6.35	10.36	
		<b>P</b>	e a		
	Scope of Work Area	Annual Weekend Annual Day Staff	Annual Management Annual Other		
	of W	mual mual	ual Mar Ann		

FIG. 19

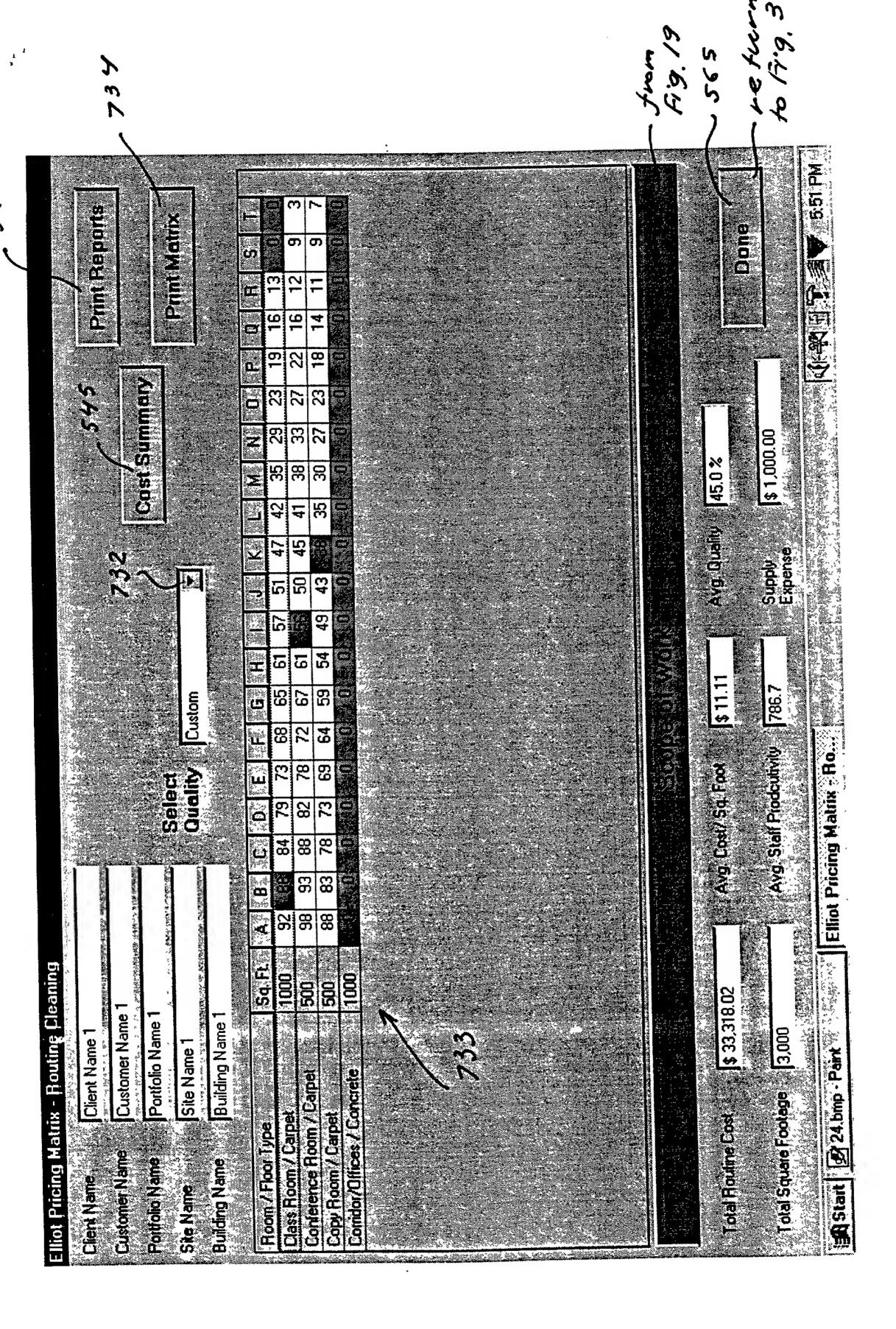


FIG. 20

35.04 4.01 1.89 2.89 2.89 3.id Total: Weekend Lal Uniform Over Head
---

FIG. 21

, t

Cost Summary       Specifications	Cost Summary     Specifications	Cost Summary     Specifications	P. Cast Summary       Specifications	To Pinter 4: First Philips	
Include All Child Levels Belon Trin Building Summany	Include All Child Levels Belo	Include All Child Levels Belong Frammary	Include All Child Levels Be	To Scientific Communication of the Communication of	
T Lost Summary T Specifications	ie 1  Cost Summary   Specifications	Cost Summay   Specifications	Ticost Summan.       Specifications	Tricost Summary       Specifications	
Client Name 1  Client Name 1  This Level Only  C   Building Stammary	Vame Customer Nan This Level Only T Building Summan		Site Name 1 Site Name 1 This Level Only The Biniding Summary	Building Name  Building Name  This Level Only  The Radding Summary	Start 21.bmp - Paint

FIG. 22

## Client Report

#### **Client Information**

Client Name: Client Name 1
Address Line 1: 1 vince street
Address Line 2: suite cl1

State: MD Zip Code: 21000

#### **Client Cost Information**

Total Supply Expense: \$ 1,000.00 Total Labor Cost: \$ 15,723.07

### **Client Summary Information**

Total Number of Customers: 3
Total Number of Portfolios: 2
Total Number of Sites: 3
Total Number of Buildings: 3
Total Square Feet: 3,000

Average Cost/Square Foot: \$ 3.98

Average Productivity Rating: 1,008.75000000 Average Quality Rating: 45.50000000

### **Client Industry Information**

Industry Type: Office

Taxes, Ins, H/W, Vac., Sick %: 3.30000000

Uniforms %: 2.20000000
Equipment %: 3.40000000
Supplies %: 1.00000000

Paper & Consumables %: 3.00000000

Overhead Expenses %: 3.00000000

Profit Markup Over Costs %: 3.00000000

#### **Client Wage Information**

Average Wage Rate: \$8.00

Client Details Customer Name	Total # of Portfolios	Total Sq. Ft.	Average Cost/Sq. Ft.	Average Productivity	Average Quality
Customer Name 1	1	3,000	\$3.98	1008.75	45.50
New Custom,er	1	0	\$0.00	0.00	0.00
Vince is customer	0	0	\$0.00	0.00	0.00

## Customer Report

Average Cost/Square Foot:

Average Productivity Rating:

Average Quality Rating: 45.50000000

\$ 3.98

1,008.75000000

Customer Information	Parent Relationship
Cust. Name: Customer Name 1 Address Line 1: Customer add 1 Address Line 2: State: Zip Code:	Client Name: Client Name 1
Customer Cost Information	Customer Industry Information Industry Type: Office
Total Supply Expense: \$ 1,000.00 Total Labor Cost: \$ 15,723.07	Taxes, Ins, H/W, Vac., Sick %: 3.30000000 Uniforms %: 2.20000000 Equipment %: 3.40000000
Customer Summary Information	Supplies %: 1.00000000  Paper & Consumables %: 3.00000000  Overhead Expenses %: 3.00000000  Profit Markup Over Costs %: 3.00000000
Total Number of Portfolios: 1 Total Number of Sites: 2	Pioiji Markup Over Cosis %. 3.0000000
Total Number of Buildings: 2 Total Square Feet: 3.000	Customer Wage Information

Customer Details	Total # of	Total	Average	Average	Average
Portfolio Name	Sites	Sq. Ft.	Cost/Sq. Ft.	Productivity	Quality
Portfolio Name 1	2	3,000	\$3.98	1008.75	45.50

Average Wage Rate: \$8.00

# Portfolio Report

Portfolio Information	Parent Relationship
Port. Name: Portfolio Name 1 Address Line 1: Address Line 2: State: Zip Code:	Client Name: Client Name 1 Customer Name: Customer Name 1
Portfolio Cost Information	Portfolio Industry Information
	Industry Type: Office
Total Supply Expense: \$ 1,000.00  Total Labor Cost: \$ 15,723.07	Taxes, Ins, H/W, Vac., Sick %: 3.30000000 Uniforms %: 2.20000000
10ta: 2abo: 000t.	Equipment %: 3.4000000
Portfolio Summary Information	Supplies %: 1.00000000 Paper & Consumables %: 3.0000000
. or a condition of the	Overhead Expenses %: 3.00000000
	Profit Markup Over Costs %: 3.00000000
Total Number of Sites: 2	
Total Number of Buildings: 2 Total Square Feet: 3,000	Portfolio Wage Information
Average Cost/Square Foot: \$ 3.98	Average Wage Rate: \$ 8.00
Average Productivity Rating: 1,008.75000000 Average Quality Rating: 45.50000000	

Portfolio Details Site Name	Total # of Buildings	Total Sq. Ft.	Average Cost/Sq. Ft.	Average Productivity	Average Quality
how does it's know	0	0	\$0.00	0.00	0.00
Site Name 1	2	3,000	\$3.98	1008.75	<b>45</b> .50

# Site Report

•	Site Information	Parent Relationship
	Site Name: Site Name 1 Address Line 1: 4 site street Address Line 2: suite st4 State: MD Zip Code: 44444	Client Name: Client Name 1 Customer Name: Customer Name 1 Portfolio Name: Portfolio Name 1
	Site Cost Information  Total Supply Expense: \$ 1,000.00  Total Labor Cost: \$ 15,723.07	Site Industry Information Industry Type: Office Taxes, Ins, H/W, Vac., Sick %: 3.30000000 Uniforms %: 2.20000000 Equipment %: 3.40000000
′,	Site Summary Information	Supplies %: 1.00000000  Paper & Consumables %: 3.00000000  Overhead Expenses %: 3.00000000  Profit Markup Over Costs %: 3.00000000
	Total Number of Buildings: 2 Total Square Feet: 3,000 Average Cost/Square Foot: \$ 3.98 Average Productivity Rating: 1,008.75000000 Average Quality Rating: 45.50000000	Site Wage Information  Average Wage Rate: \$ 8.00

Site Details Building Name	Total # of	Total	Average	Average	Average
	Room/Floor Types	Sq. Ft.	Cost/Sq. Ft.	Productivity	Quality
Building Name 1 Wieghted	4 0	3,000 0	\$3.98 \$0.00	1008.75 0.00	<b>45</b> .50 <b>0</b> .00

## **Building Specifications Report**

Building Room/Floor Types Details

Room Type	Floor Type	Sq. Ft.	Cost/Sq. Ft.	Productivity	Quality
Conference Room	Carpet	500	\$0.03	1433	56
Cleaning Specificati	on		•		
Version I for Room Ty	pe=Conference Roor	m and Floor Type	e=Carpet		
Activity Facility					
Spot clean all walls, lig	ght switches & doors.				
Using approved spotted 153	er, spot clean carpete	ed area.			
Clean chalk boards w 153	ith eraser & clean ou	t chalk tray.			
Dust ledges, picture fi 153	rames, & moldings.				
Damp clean & sanitize	e table tops.				
Empty the trash into the Sanitize telephones in 153			y are torn or soile	d.	204
Detail vacuum carpet	ed floors, corners & e	edges.			
Provide supervision to Dust low areas & high			ns & ongoing train	ing.	204
Vacuum all carpeted 51	traffic lane areas.				
Spot clean backs & s 19	eats of chairs.				
Wash pedestal & legs	s of all tables.				
Surface clean carpets	s using a spin clean p	oad.			
Hot water extract car	peting, using high pre	essure extraction	equipment.	1917	38

**Building Room/Floor Types Details** Quality **Productivity** Cost/Sq. Ft. Room Type Floor Type Sq. Ft. Version K for Room Type=Copy Room and Floor Type=Carpet Activitty Facility Empty the trash into the tracsh cart. Replace the liners if they are torn or soiled. 153 Detail vacuum carpeted floors, corners & edges. 153 Provide supervision to ensure compliance with specifications & ongoing training. 153 Spot clean all wall, light switches & doors. 153 Sanitize telephones including ear & mouth pieces. 153 Dust & spot clean all furniture, fixtures, equipment & accessories. 153 Clean exterior of cabinets & counter tops. Using approved spotter, spot clean carpeted area. Damp wipe waste containers as needed. Replace liner as needed and put the container back. 102 Dust low areas & high areas which are within normal reach. 102 Dust or vacuum venetian blinds. 19 Surface clean carpets using a spin clean pad Hot water extract carpeting, using high pressure extraction equipment. Vacuum all capreted traffic lane areas. 151 \$0.00 Corridor/Offices 1,000 Concrete **Cleaning Specification** Version A for Room Type=Corridor/Offices and Floor Type=Concrete 88 685 \$15.53 Class Room 1,000 Carpet

FIG. 27B

**Cleaning Specification** 

**Building Room/Floor Types Details** Quality **Productivity** Floor Type Cost/Sq. Ft. Room Type Sq. Ft. Version B for Room Type=Class Room and Floor Type=Carpet Activity Facility Spot clean all walls, light siwitches & doors. 255 Using approved spotter, spot clean carpeted area. 255 Clean chalk boards with eraser & clean out chalk tray. 255 Damp clean & sanitize table tops. 255 255 Empty the trash into the trash cart. Replace the liners if they are torn or soiled. Sanitize telephones including ear & mouth pieces. 255 Detail vacuum carpeted floors, corners & edges. 255 255 Provide supervision to ensure compliance with specifications & ongoing training. Spot clean backs & seat of chairs. 204 164 Damp wipe waste containers as needed. Replace liner as needed & put the container back. Dust low areas & high areas which are within normal reach. Dust or vacuum vnetian blinds. Surface clean carpets using a spin clean pad. Hot water extract carpeting, using high pressure extraction equipment.

FIG. 27C

FIG. 28A



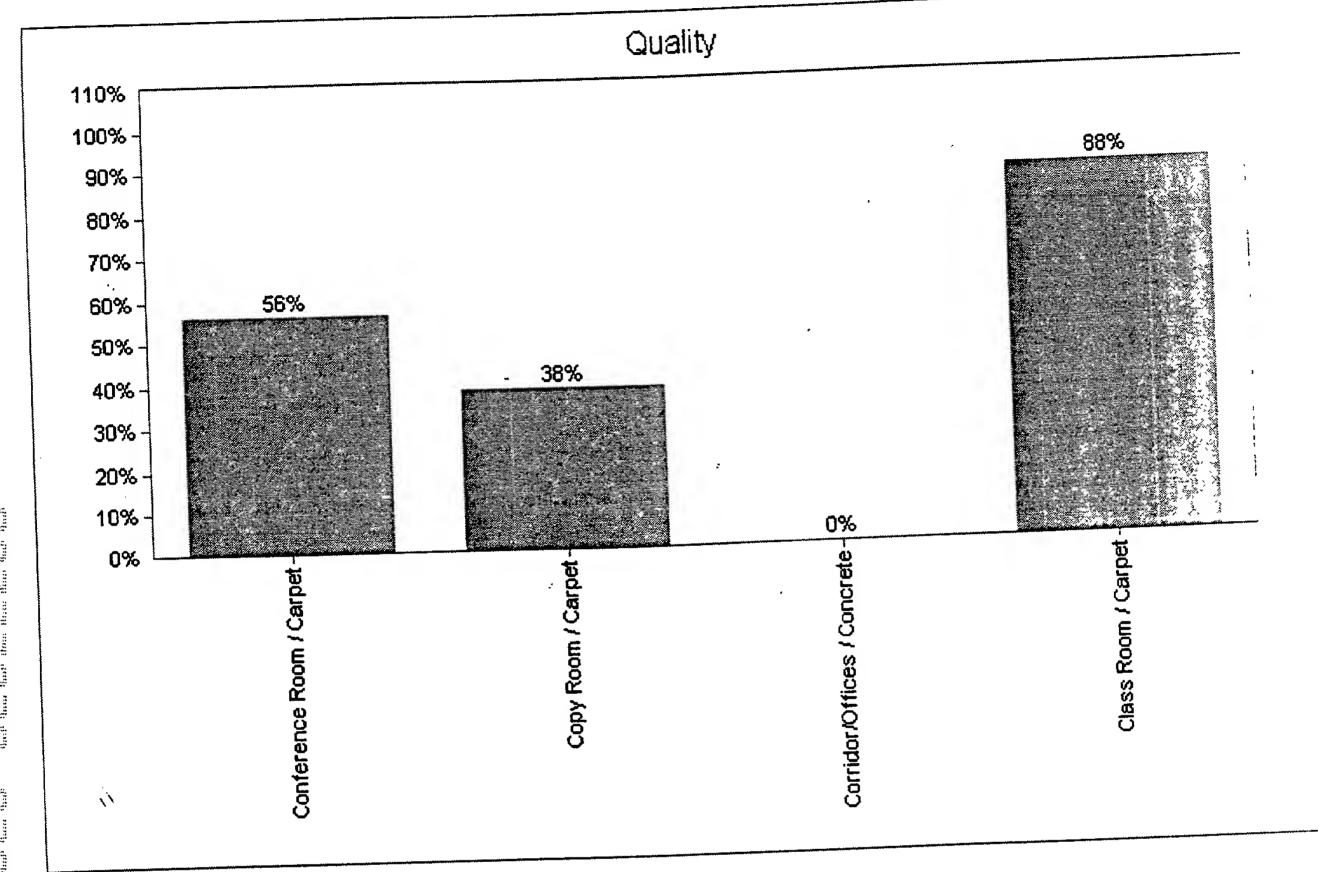


FIG. 28B

# **Building Report**

Building Information	Parent Relationship
Build. Name: Building Name 1 Address Line 1: 5 building street Address Line 2: suite bu5 State: MD Zip Code: 22535	Client Name: Client Name 1 Customer Name: Customer Name 1 Portfolio Name: Portfolio Name 1 Site Name: Site Name 1
Building Cost Information	Building Industry Information Industry Type: Office
Total Supply Expense: \$ 1,000.00 Total Labor Cost: \$ 15,723.07	Taxes, Ins, H/W, Vac., Sick %: 3.00 Uniforms %: 2.20 Equipment %: 3.40
Building Summary Information	Supplies %: 1.00 Paper & Consumables %: 10.00 Overhead Expenses %: 3.00 Profit Markup Over Costs %: 3.00
Total Square Feet: 3,000 Average Cost/Square Foot: \$ 3.98 Average Productivity Rating: 1,008.75 Average Quality Rating: 45.50	Building Wage Information Wage Rate: \$ 8.00

Building Room/Floor Types Details

Room Type	Floor Type	Sq. Ft.	Cost/Sq. Ft.	Productivity	Quality
Conference Room Copy Room Corridor/Offices Class Room	Carpet	500	\$0.03	1433	56
	Carpet	500	\$0.36	1917	38
	Concrete	1,000	\$0.00	0	0
	Carpet	1,000	\$15.53	685	88

.J κ ιι ω.

Client Name: Client Name 1 Customer Name: Customer Name 1 Portfolio Name: Portfolio Name 1 Site Name: Site Name 1 Building Name: Building Name 1

Total Routine Cost \$ 33,318.02

Avg.Quality 45.0 % Avg. Routine Cost / Sq. Foot \$ 11.11

Supply Expense \$ 1,000.00 Avg. Staff Productivity 786.7 Total Square Footage 3,000

	<b>***</b>	Ç	<b>)</b>	_	•	460		
i de la comita del comita de la comita del la comita de la comita del la comita dela		_						
S		σ	,	σ	'			
œ	<u>ر</u> س	43	7	7	-	•		
	9	46	2	_	t	Ċ		
<b>O</b> .								
۵	19	c	77	40	-			
0	23	70	7	ç	S	S.		
	29	000	3	100	77	•		
	35		S S		<u>S</u>	6		
<b>Z</b> :		_						
	42	1	4	1	S	T.		
¥.	47	•	<del>2</del>		5	0		
	51	- 6	င္ဘ	(	43			
	_		.03		<u>.</u>		5	
	+		.,,	ľ	4		3	
<b>I</b>	61		6		54	78023		
9	92		67		20		<b>3</b>	
ĩ.	68		2	-	64		5	
	73	,	78	1	69		<u>.</u>	
111	4					in every		
0			82		73	900438		
ပ	84	5	88		78	CAN STANDARD	9	TO MENINE
8	Z	•	93	1	83		3	
	9	70	86	}	88			
		-		Ž.	<b>1</b>	SO March		She.
Ē	5	2	6				2	
Sa	- C	5	50	) ) )	50	) } }	<u></u>	
			jo		ŀ		9	
			8	]       			ncre	
PO		arpe	1		2	D.	C	
1			Š	5	C		FICAS	
CIE I		00 20 20		5		5. 5. 2.	COL	
9		1000 L					<b>July</b>	
à		Ö	K	ڎۣ	K	֓֞֞֞֞֞֞֞֞֝֞֞֝֟֞֝֟֞֝֟֞֟֞֝֟֞֝֟֞֟ ֓	Ç	) <u>*</u>

FIG. 30

## **Cost Summary Report**

) )	Wage	Total Annua Hours	al Benefit %	6 Full Tir Equivale	4 •	Head Count
Annual Routine	8	1548.97	3 %	.74	4 2	2.96
Annual Weekend	5.45	2080	3 %	1.00	0 4	2.00
Annual Day Staff	5	120	3 %	0.06	6 4	0.12
Annual Management	27	48	. 3%	0.02	0	0.02
Annual Other	6.35	100	3 %	0.0	5	0.08
Total Annual	10.36	3896.97	3 %	1.8	37	5.18
	Buildi	ng %	of Bid C	Cost		
Routine Labor		38		2,763.51	<b>.</b>	<b>C</b> 44 44
Weendend Labor				1,676.08	\$/Square Foot:	φ (1). l`l
Day Staff Labor			1.00 /0	\$ 618.00		_
Management Labor				1,334.88	\$/Hour:	\$ 8.55
Other Labor			1.00	\$ 654.05		
Uniform	2.2	_ , -	1.10 .0	\$ 577.69		
Equipment	3.4	4 % 2	2.00 /0	\$ 892.80		
Supplies	1	1 %	0.10 /0	\$ 262.59		
Paper & Consumables	10	0 %	7.88 % \$	2,625.88		
Over Head			2.83 %	\$ 942.16		
Over Head Profit			2.91 %	\$ 970.43		

Annual Bid Total: \$

\$ 33,318.02

